

## Message Text

UNCLASSIFIED

PAGE 01 TAIPEI 02757 040452Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----014896 041044Z /16  
R 040449Z MAY 78  
FM AMEMBASSY TAIPEI  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 7298

UNCLAS TAIPEI 02757

E.O. 11652: N/A  
TAGS: BEXP, TW  
SUBJECT: PRODUCT OPPORTUNITY: BUSES FOR TAIWAN HIGHWAY BUREAU

REF: STATE 89043

1. EMBASSY HAS BEEN IN CONTACT WITH FIDELITY ENTERPRISES, GREYHOUND'S LOCAL AGENT, TO KEEP TRACK OF SUBJECT OPPORTUNITY. ON APRIL 21, COMMERCIAL ATTACHE CALLED ON M. H. HU, DIRECTOR OF TAIWAN HIGHWAY BUREAU (THB), AND HIS DEPUTY, Y. S. HSIUNG AT HIS OFFICE. MR. HU PROVIDED NO SPECIFIC INFORMATION ABOUT FOLLOW-ON ORDER BUT DID MENTION CONSIDERATION BEING GIVEN -- AT HIGHER LEVEL OF TAIWAN PROVINCIAL AND ROC CENTRAL GOVERNMENTS -- FOR PURCHASE OF 50 OR 60 SHUTTLE BUSES WHICH WOULD OPERATE BETWEEN TAIPEI AND NEW INTERNATIONAL AIRPORT AT TAOYUAN, SCHEDULED TO OPEN EARLY IN 1979.
2. EMBASSY OFFICERS HAVE OVER LAST MONTH EXPRESSED SERIOUS CONCERN TO KEY ROC OFFICIALS SHOULD THERE BE DECISION TO PURCHASE MERCEDES BUSES FOR NORTH-SOUTH EXPRESSWAY WITHOUT BIDDING. CURRENT INDICATION IS THAT ANY TENDER WOULD HAVE SOURCING GEOGRAPHICALLY RESTRICTED TO U.S. AND WESTERN EUROPE.
3. LARRY SUN, LOCAL RESIDENT REP FOR GM, HAS HEARD THAT SHUTTLE BUSES FOR THE AIRPORT RUN MAY BE NEGOTIATED DIRECTLY WITH MERCEDES. HE CLAIMS THAT BECAUSE OF LARGE BAGGAGE CAPACITY, FOR THIS TYPE BUS  
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GM IS SUPERIOR TO MERCEDES AND GREYHOUND.

4. EMBOFF PLANS TO MAKE TRIP TO TAICHUNG FOR CALL ON TAIWAN PROVINCIAL GOVERNMENT'S COMMISSIONER OF COMMUNICATIONS EARLIEST POSSIBLE OPPORTUNITY. OUTCOME OF DISCUSSIONS RE BOTH BUS OPPORTUNITIES WILL BE FULLY REPORTED TO WASHINGTON.  
SULLIVAN

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 jan 1960  
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**Disposition Approved on Date:**  
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**Review Markings:**  
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